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ANNUAL AUDITED REPORT FORM X-17A-5 PART III

FACING PAGE

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 174-5 Thereunder

REPORT FOR THE PERIOD BEGINNING_	1/01/2003 MM/DD/YY	AND ENDING <u>12</u>	/31/2003 MM/DD/YY
A. RE	GISTRANT IDENTI	FICATION	
NAME OF BROKER-DEALER: The Strategic Alliance Corp ADDRESS OF PRINCIPAL PLACE OF BUS		. Box No.)	OFFICIAL USE ONLY FIRM I.D. NO.
132 North First Street			
	(No. and Street)		
Albemarle	NC		28001
(City)	(State)	(Zi	p Code)
NAME AND TELEPHONE NUMBER OF P Martha W. O'Brien	ERSON TO CONTACT I		ORT -983-5959
		. (/	Area Code - Telephone Number)
B. ACC	COUNTANT IDENTI	<b>IFICATION</b>	
INDEPENDENT PUBLIC ACCOUNTANT	whose opinion is containe	ed in this Report*	
	(Name - if individual, state la	ist, first, middle name)	
408 Summit Drive	Sanford	North Carolina	27331-0071
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:			
Certified Public Accountant		C	DACECCE
☐ Public Accountant		. 1	<b>KACESSED</b>
☐ Accountant not resident in Uni	ted States or any of its po	ossessions.	MAR 3 0 2004
	FOR OFFICIAL USE	ONLY	THOMSON ENLANCED
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\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

SEC 1410 (06-02)

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#### **OATH OR AFFIRMATION**

I,	Christy D.	Stoner	, swear (or affirm) that, to the best of
my		ef the accompanying financi egic Alliance Corpo	al statement and supporting schedules pertaining to the firm of ration
of	December 31		, 20 03 , are true and correct. I further swear (or affirm) that
	• •	or any partner, proprietor, pr of a customer, except as foll	incipal officer or director has any proprietary interest in any account ows:
	÷		
			Misty D Stones Signature
			President/CEO
	<ul> <li>(a) Facing Page.</li> <li>(b) Statement of Fi</li> <li>(c) Statement of In</li> <li>(d) Statement of Ch</li> <li>(e) Statement of Ch</li> <li>(f) Statement of Ch</li> <li>(g) Computation of</li> <li>(h) Computation fo</li> <li>(i) Information Re</li> <li>(j) A Reconciliation Computation fo</li> <li>(k) A Reconciliation consolidation.</li> <li>(l) An Oath or Aff</li> <li>(m) A copy of the S</li> </ul>	ter My Commissio (check all applicable boxes) inancial Condition. income (Loss). hanges in Financial Condition hanges in Stockholders' Equipant hanges in Liabilities Subordiff Net Capital. or Determination of Reserve elating to the Possession or Coon, including appropriate export Determination of the Reserve between the audited and unfirmation. SIPC Supplemental Report.	
**j	For conditions of con	nfidential treatment of certai.	n portions of this filing, see section 240.17a-5(e)(3).

#### THE STRATEGIC ALLIANCE CORPORATION

# FINANCIAL REPORT AND INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL STRUCTURE Years Ended December 31, 2003 and 2002

### The Strategic Alliance Corporation

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#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors
The Strategic Alliance Corporation
Albemarle, North Carolina

We have audited the accompanying statements of financial condition of The Strategic Alliance Corporation (a wholly-owned subsidiary of Bank of Stanly) as of December 31, 2003 and 2002, and the related statements of operations, changes in stockholder's equity, and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Strategic Alliance Corporation as of December 31, 2003 and 2002 the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

January 23, 2004

Dixon Odan ALC

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accounting firms throughout the world.

408 Summit Drive Sanford, NC 27330 919-776-0555, Fax 919-774-4246

# THE STRATEGIC ALLIANCE CORPORATION STATEMENTS OF FINANCIAL CONDITION December 31, 2003 and 2002

	2003	2002
ASSETS		
Cash and cash equivalents Restricted cash Marketable securities (Note D) Other receivables Due from Uwharrie Capital Corp (Note H) Due from affiliates (Note F) Investments not readily marketable (Note E) Cash surrender value of life insurance (Note G) Prepaid expenses Furniture, equipment, and leasehold improvements, net of accumulated depreciation of \$219,793 and	\$ 450,346 35,000 - 2,209 15,606 24,209 20,669 381,775 30,131	\$ 362,840 35,000 88,875 5,000 16,258 49,491 20,669 370,500 45,219
\$194,900, respectively	<u>56,460</u>	42,553
	<u>\$ 1,016,405</u>	<u>\$ 1.036,405</u>
LIABILITIES AND STOCKHOLDER'S EQUITY		
LIABILITIES Accrued expenses and withheld amounts Commissions payable to clearing broker, net (Note C)	\$ 46,304 2,424 48,728	\$ 29,193 2,624 31,817
STOCKHOLDER'S EQUITY (Note B) Common stock, \$1 par value; authorized 10,000,000 shares; issued and outstanding 794,075 shares in 2003 and \$633,252 in 2002. Additional paid-in capital Accumulated deficit	794,075 1,135,925 (962,323) 967,677 \$ 1,016,405	633,252 1,096,748 (725,412) 1,004,588 \$ 1,036,405

# THE STRATEGIC ALLIANCE CORPORATION STATEMENTS OF OPERATIONS Years Ended December 31, 2003 and 2002

	2003	2002
REVENUES Commission income Management fee income (Note F) Underwriting fees Other income	\$ 322,089 318,373 57,099 50,716	\$ 260,657 370,400 248,221 6,486
TOTAL REVENUE	748,277	885,764
EXPENSES Salaries and commissions General and administrative	584,258 568,221	463,071 511,733
TOTAL EXPENSES	1,152,479	974,804
OPERATING LOSS	(404,202)	(89,040)
OTHER REVENUE AND EXPENSES Interest income Unrealized gain (loss) on marketable securities Gain on sale of marketable securities Other	4,868 - 49,611 11,275	11,676 (10,308) 312 6,500
TOTAL OTHER REVENUE	65,754	8,180
LOSS BEFORE INCOME TAXES	(338,448)	(80,860)
INCOME TAX CREDITS (Note H)	101,537	24,258
NET LOSS	<u>\$ (236,911</u> )	<u>\$ (56,602)</u>

#### THE STRATEGIC ALLIANCE CORPORATION STATEMENTS OF CHANGES IN STOCKHOLDER'S EQUITY Years Ended December 31, 2003 and 2002

	Common stock		Additional		Total
	Shares	Amount	paid-In <u>capital</u>	Accumulated deficit	stockholder's equity
BALANCE, DECEMBER 31, 2001	633,252	\$ 633,252	\$1,096,748	\$ (668,810)	\$ 1,061,190
Issuance of common stock	-	-	-	-	-
Net loss				(56,602)	(56,602)
BALANCE, DECEMBER 31, 2002	633,252	633,252	1,096,748	(725,412)	1,004,588
Issuance of common stock	160,823	160,823	39,177	-	200,000
Net loss	<del>-</del>	<del>-</del>		(236,911)	(236,911)
BALANCE, DECEMBER 31, 2003	794,075	<u>\$ 794,075</u>	<u>\$1,135,925</u>	<u>\$ (962,323)</u>	<u>\$ 967,677</u>

# THE STRATEGIC ALLIANCE CORPORATION STATEMENTS OF CASH FLOWS Years Ended December 31, 2003 and 2002

	-	2003		2002
CASH FLOWS FROM OPERATING ACTIVITIES  Net loss  Adjustments to reconcile net loss to  net cash used by operating activities:	\$	(236,911)	\$	(56,602)
Depreciation and amortization Gain on sale of marketable securities Unrealized (gain) loss on marketable securities Change in assets and liabilities:		24,893 (49,611)		29,325 (312) 10,308
(Increase) decrease in other receivables (Increase) decrease in net amount due from		2,791		32,734
Uwharrie Capital Corp (Increase) decrease in due from affiliates (Increase) decrease in prepaid expenses Increase in accrued expenses and		652 25,282 15,088		(1,603) (35,795) (14,763)
withheld amounts Increase (decrease) in net amount of commissions		17,111		607
due to clearing broker		(200)		936
NET CASH USED BY OPERATING ACTIVITIES	_	(200,905)		(35,165)
CASH FLOWS FROM INVESTING ACTIVITIES Purchase of marketable securities Proceeds from sale of marketable securities Purchase of life insurance Purchase of furniture and equipment		138,486 (11,275) (38,800)		(60,551) 2,000 (370,500) (2,766)
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES	_	88,411		<u>(431,817</u> )
CASH FLOWS FROM FINANCING ACTIVITIES Proceeds from issuance of common stock	_	200,000		
NET CASH PROVIDED BY FINANCING ACTIVITIES	_	200,000		
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS		87,506		(466,982)
CASH AND CASH EQUIVALENTS, BEGINNING		362,840		829,822
CASH AND CASH EQUIVALENTS, ENDING	<u>\$</u>	<u>450,346</u>	<u>\$</u> _	362,840

#### NOTE A - NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES

#### Nature of Business

The Strategic Alliance Corporation (the Company) is a North Carolina corporation formed on May 1, 1989 for the purpose of conducting business as a broker/dealer in securities. On June 24, 1993, the Company's application for broker/dealer status was granted by the Securities and Exchange Commission. The Company was granted broker/dealer status by the NASD on October 25, 1993. The Company serves primarily individual and institutional customers throughout the State of North Carolina.

The Company operates under the provisions of Paragraph (k)(2)(ii) of Rule 15c3-3 of the Securities and Exchange Commission and, accordingly, is exempt from the remaining provisions of that Rule. Essentially, the requirements of Paragraph (k)(2)(ii) provide that the Company clear all transactions on behalf of customers on a fully disclosed basis with a clearing broker/dealer and promptly transmit all customer funds and securities to the clearing broker/dealer. The clearing broker/dealer carries all of the accounts of the customers and maintains and preserves all related books and records as are customarily kept by a clearing broker/dealer.

A summary of the Company's significant accounting policies follows:

#### Revenue and Expense Recognition

Commission revenue and related expenses are recorded on a trade-date basis.

#### Cash Equivalents

For purposes of the statement of financial condition, the Company defines cash equivalents as short-term, highly liquid debt instruments purchased with a maturity of three months or less. Cash equivalents are carried at cost which approximates fair value.

#### Restricted Cash

Restricted cash consists of funds held in reserve by the clearing broker/dealer against outstanding clearing charges owed to the broker/dealer.

#### **Marketable Securities**

The Company has implemented FAS 115 for the accounting for investments. Marketable equity securities are accounted for as trading securities and are stated at market value with unrealized gains and losses accounted for in current income from operations.

#### Investments Not Readily Marketable

Investments not readily marketable include investment securities for which there is no market on a securities exchange or no independent publicly quoted market.

#### NOTE A - NATURE OF BUSINESS AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Furniture and Equipment

Furniture and equipment are stated at cost, net of accumulated depreciation. Depreciation is computed by the straight-line method over estimated useful lives of three to seven years.

#### Income Tax Status

The Company and its parent file a consolidated tax return for federal income tax purposes. The Company files a separate unconsolidated tax return for state income tax purposes.

#### Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### NOTE B - NET CAPITAL REQUIREMENTS

The Company is subject to the Securities and Exchange Commission uniform net capital rule (Rule 15c3-1) which requires the maintenance of a minimum amount of net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. Rule 15c3-1 also provides that equity capital may not be withdrawn or cash dividends paid if the resulting net capital ratio would exceed 10 to 1. At December 31, 2002, the Company had net capital and minimum net capital requirements of \$426,932 and \$100,000, respectively. At December 31, 2002, the Company had net capital and minimum net capital requirements of \$430,338 and \$100,000, respectively.

#### NOTE C - OFF-BALANCE SHEET RISK AND CONCENTRATION OF CREDIT RISK

As discussed in Note A, the Company's customer securities transactions are introduced on a fully-disclosed basis with its clearing broker/dealer. The Company also has direct selling agreements with certain mutual fund companies whereby transactions are introduced on a fully-disclosed basis. The clearing broker/dealer and the mutual fund companies carry all of the accounts of the customers of the Company and are responsible for the execution, collection and payment of funds, and receipt and delivery of securities relative to customer transactions. Off-balance sheet risk exists with respect to these transactions due to the possibility that the customers may be unable to fulfill their contractual commitments, wherein the clearing broker/dealer and the mutual fund companies may charge any losses it incurs to the Company. The Company seeks to minimize this risk through procedures designed to monitor the creditworthiness of its customers and that customer transactions are executed properly by the clearing broker/dealer and the mutual fund companies.

#### **NOTE D - MARKETABLE SECURITIES**

Marketable securities classified as trading securities are recorded at fair value on the balance sheet, with the change in net unrealized holding gain or loss included in income from operations. Following is a summary of information relating to marketable securities classified as trading as of December 31, 2003 and 2002:

	2003		2002		
Market value Cost	\$ 	-	\$	88,875 95,903	
Holding loss	\$	<del>-</del>	\$	(7.028)	

During 2003, the Company sold all of its investment in marketable securities to its sole stockholder, Bank of Stanly. The Company realized a gain on the sale of \$49,611.

#### NOTE E - INVESTMENTS NOT READILY MARKETABLE

The Company has an ownership interest in Uwharrie Heritage, LLC ("Uwharrie Heritage"), a North Carolina limited liability company. Uwharrie Heritage was formed on February 27, 1998 to purchase tracts of land with significant historic and/or scenic value in the Uwharrie Lakes Region of North Carolina. There is no market on a securities exchange and no independent publicly quoted market for this investment and, accordingly, its fair value is not readily determinable. The Company's ownership interest in Uwharrie Heritage was approximately 3% at December 31, 2003 and 2002. Accordingly, the Company accounts for its investment using the cost method. As of December 31, 2003 and 2002, the carrying value of the Company's investment in Uwharrie Heritage was \$20,669.

#### **NOTE F - TRANSACTIONS WITH AFFILIATES**

The Company provides management and administrative support services to an insurance agency and a registered investment advisor affiliated through common ownership. The Company receives management fees in exchange for these services. Management fee income amounted to \$318,373 and \$370,400 for the years ended December 31, 2003 and 2002, respectively.

The Company also receives management and administrative support services from Uwharrie Capital Corp which wholly owns the Company's sole stockholder, Bank of Stanly. During 2001, the Company began paying management fees in exchange for these services. Management fee expense amounted to \$75,000 and \$62,500 in 2003 and 2002, respectively, and is included in the caption "General and administrative" in the accompanying statements of operations.

During 2003, the Company began providing marketing and consulting services to Bank of Stanly and two other banks affiliated through common ownership. Income from these services amounted to \$34,200 during 2003 and is included in the caption "Other income" in the accompanying statements of operations.

### THE STRATEGIC ALLIANCE CORPORATION NOTES TO FINANCIAL STATEMENTS December 31, 2003 and 2002

#### NOTE G - SUPPLEMENTAL RETIREMENT PLAN

The Company implemented in 2002 a non-qualifying deferred compensation plan for its chief executive officer. The Company has purchased a life insurance policy in order to provide future funding of benefit payments. Certain of the plan benefits will accrue and vest during the period of employment and will be paid in fixed monthly benefit payments over ten years commencing with the officer's retirement at any time after attainment of age sixty. Other benefits will accrue based upon the performance of the underlying life insurance policies both during employment and after retirement. Such benefits will continue to accrue and be paid throughout the participant's life assuming satisfactory performance of the funding life insurance policy. The plan also provides for payment of death benefits, and for payment of disability benefits in the event the officer becomes permanently disabled prior to attainment of retirement age. During 2003 and 2002, provisions of approximately \$12,600 and \$6,200, respectively, were expensed for future benefits to be provided under this plan.

#### **NOTE H - INCOME TAX MATTERS**

The Company is a member of a group that files a consolidated federal income tax return. The members of the consolidated group allocate payments to any member of the group for the income tax reduction resulting from the member's inclusion in the consolidated return, or the member makes payments for its allocated share of the consolidated income tax liability. This allocation approximates the increase or decrease in consolidated income taxes resulting from each member's taxable income or loss, computed at the effective tax rate of the consolidated group.

SUPPLEMENTARY INFORMATION



### INDEPENDENT AUDITORS' REPORT ON THE SUPPLEMENTARY INFORMATION

To the Board of Directors
The Strategic Alliance Corporation
Albemarle, North Carolina

Dixon Odan ALC

Our report on our audits of the basic financial statements of The Strategic Alliance Corporation for the years ended December 31, 2003 and 2002 appears on page one. These audits were made for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplementary information on page 11 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

January 23, 2004

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### THE STRATEGIC ALLIANCE CORPORATION COMPUTATION OF AGGREGATE INDEBTEDNESS AND NET CAPITAL UNDER RULE 15c3-1 December 31, 2003 and 2002

	2003	2002
AGGREGATE INDEBTEDNESS Items included in statement of financial condition Accrued expenses and withheld amounts Clearing fees payable to clearing broker	\$ 61,958 -	\$ 37,281 -
Items not included in statement of financial condition and other adjustments  None		
TOTAL AGGREGATE INDEBTEDNESS	<u>\$ 61,958</u>	<u>\$ 37,281</u>
MINIMUM REQUIRED NET CAPITAL	\$ 100,000	\$ 100,000
NET CAPITAL Stockholder's equity Deductions Nonallowable commissions receivable from clearing broker Other receivables Investments owned, not readily marketable Other assets Furniture and equipment Haircut on securities owned	\$ 967,677 179 43,135 20,669 412,206 56,460 8,096	\$ 1,004,588 6 75,854 20,669 416,019 42,553 19,149
NET CAPITAL <sup>(1)</sup>	426,932	430,338
MINIMUM REQUIRED NET CAPITAL	100,000	100,000
CAPITAL IN EXCESS OF MINIMUM REQUIREMENT	<u>\$ 326,932</u>	\$ 330,338
RATIO OF AGGREGATE INDEBTEDNESS TO NET CAPITAL	15 to 1	09 to 1

<sup>&</sup>lt;sup>(1)</sup> A reconciliation of net capital to the Company's December 31, 2003 and 2002 FOCUS II-A report is not necessary because there have been no adjustments.



Certified Public Accountants and Consultants

### INDEPENDENT AUDITORS' REPORT ON THE INTERNAL CONTROL STRUCTURE

To the Board of Directors
The Strategic Alliance Corporation
Albemarle, North Carolina

In planning and performing our audit of the financial statements of The Strategic Alliance Corporation (a wholly-owned subsidiary of Bank of Stanly) for the year ended December 31, 2003, we considered its internal control structure, including procedures for safeguarding securities, in order to determine our auditing procedures for the purposes of expressing our opinion on the financial statements and not to provide assurance on the internal control structure.

Also, as required by Rule 17a-5(g)(1) and (2) of the Securities and Exchange Commission, we have made a study of the practices and procedures (including tests of compliance with such practices and procedures) followed by The Strategic Alliance Corporation that we considered relevant to the objectives stated in Rule 17a-3(11) and procedures for determining compliance with the exemptive provisions of Rule 15c3-3. We did not review the practices and procedures followed by the Company (1) in making the quarterly securities examinations, counts, verifications and comparisons, and the recordation of differences required by Rule 17a-13; (2) in complying with the requirements for prompt payment for securities under Section 8 of Regulation T of the Board of Governors of the Federal Reserve System; and (3) in obtaining and maintaining physical possession or control of all fully paid and excess margin securities of customers as required by Rule 15c3-3 because the Company does not carry security accounts for customers or perform custodial functions relating to customer securities.

The management of the Company is responsible for establishing and maintaining an internal control structure and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of internal control structure policies and procedures and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the Commission's abovementioned objectives. Two of the objectives of an internal control structure and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition, and that transactions are executed in conformity with management's authorization and recorded properly to permit the preparation of financial statements in conformity with accounting principles generally accepted in the United States of America. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph. Because of inherent limitations in any internal control structure or the practices and procedures referred to above, errors or irregularities may nevertheless occur and

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not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of the internal control structure would not necessarily disclose all matters in the internal control structure that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control structure elements does not reduce to a relatively low level the risk that errors or irregularities in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving the internal control structure, including procedures for determining compliance with the exemption provisions of Rule 15c3-3, that we consider to be material weaknesses as defined above.

We understand that the practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the Commission to be adequate for its purposes in accordance with the Securities Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2003 to meet the Commission's objectives.

This report is intended solely for the use of management, the Securities and Exchange Commission, the National Association of Securities Dealers, Inc., and other regulatory agencies which rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 and should not be used for any other purpose.

January 23, 2004

Dixon Odan PLLC